

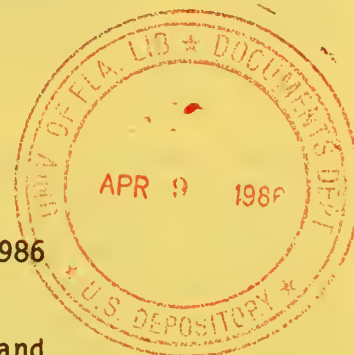
EXPORT BRIEFS

United States
Department of
Agriculture

These export opportunities for U.S. food & agricultural products have been gathered by agricultural and other U.S. government officers serving abroad. The USDA does not guarantee the reliability of the overseas inquirer. For further information, contact the foreign firm originating the inquiry.

Foreign
Agricultural
Service

Products Sought by Foreign Buyers



March 13 - 19, 1986

BEEF EXTRACT AND BEEF BONE EXTRACT (JAPAN). Specific quantities and delivery schedule to be decided later. Best quality. Institutional packaging. Quote: C&F. Company Background: Importer/Manufacturer, established in 1910, with total annual imports and sales of \$125 million. Bank Ref: Dai-ichi Kangyo Bank, Kobe Branch, Kobe. CONTACT: Mr. Akitomi Ichikawa, Nestle K.K., 1-16, 7-chome, Goko-dori, Kobe-shi, Japan. Phone: (078)251-6161. (WK 12/TOFAS 0069)

BEEF JERKY (JAPAN). One container for the first shipment. Best quality. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer, established 1984, with total agricultural imports of \$500,000. Bank Ref: Tono Shinyo Bank, Gifu Branch, Gifu. CONTACT: Mr. Toni Tokino, North Carolina Hills, 8-29-152, Asahigaoka, Tajimi-shi, Gifu-ken, Japan. Phone: (0572)27-8938. (WK 12/TOFAS 0062)

BEEF JERKY (JAPAN). One container for the first shipment. Best quality. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB. Company background: Importer, established in 1976, with total annual imports of \$5 million. Bank Ref: Sumitomo Bank, Ichigaya Branch, Tokyo. CONTACT: Mr. Takeshi Sakuraoka, POP Trading Co., Ltd., 8-26-409, Tomihisa-cho, Shinjuku-ku, Tokyo, Japan. Phone: (03)358-1145. (WK 12/TOFAS 0064)

BEEF TONGUES, FROZEN (WEST GERMANY). QUANTITY: 40-50 MT MONTHLY. QUALITY: NUMBER 1 AND 2 QUALITY. PACKAGING: FROZEN IN 20 OR 30 KG BLOCKS. OTHER: THIS COMPANY WAS FOUNDED IN 1980. CONDUCTS EXPORT BUSINESS WITH SAUDI ARABIA, BUT THIS ORDER IS DESTINED FOR EUROPE. PLEASE SUBMIT WRITTEN OFFERS. DELIVERY: ASAP. QUOTE: CIF EUROPEAN HARBOR. BANK REF: ABN BANK, AACHEN. CONTACT: MR. VOLLRATH JR., VOLLRATH FLEISCHWAREN IMPORT/EXPORT, JUELICHER STRASSE 31-35, P.O. BOX 1552, D-5100 AACHEN 1, W. GERMANY. PHONE: (0241) 154438 or 38 932. (WK 12/TOFAS 0019)



BLUE VEIN TYPE CHEESE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: 50 BOXES. QUALITY: BEST. PACKAGING: 12 X 14 X 100 GRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 and 17. (WK 12/TOFAS 0069)

BUTTER - ANCHOR TYPE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: A) ONE-POUND PACKAGE: 100 BOXES; B) HALF-POUND PACKAGE: 100 BOXES; C) 10 GRAM (PORTION): 50 BOXES. QUALITY: BEST. PACKAGING: A) 20 X 100 X 10; B) 40 X 100 X 10; C) 100 X 10. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELED: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0073)

CAKE MIXES AND DECORATIONS (DUBAI). QUANTITY: TO BE DECIDED. QUALITY: GRADE A. PACKAGING: IN RETAIL PACKS. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST CARRY DATES OF PRODUCTION AND EXPIRY. Quote: C&F, DUBAI. BANK REF: NATIONAL BANK OF ABU DHABI. AL-HATHBOOR FOOD EST. IS A MEMBER OF AL AL-HATHBOOR GROUP OF COMPANIES WHICH IS A FAMILY BUSINESS AND OWNED BY UAE NATIONALS. FOOD EST. WISHES TO DEAL WITH U.S. MANUFACTURERS OR THEIR DIRECT REPRESENTATIVES. THE COMPANY OPERATES A RETAIL OUTLET IN DUBAI AND WHOLESALE/CATERING OPERATIONS IN DUBAI AND ABU DHABI. FIRM WISHES TO INCREASE ITS IMPORT FROM THE U.S. WHICH REPRESENTS SMALL PERCENTAGE OF ITS PRESENT IMPORTS. CONTACT: MR. NAVEED AGHA, AL HATHBOOR FOOD ESTABLISHMENT, P.O. BOX 5754, DUBAI/UNITED ARAB EMIRATES. TELEX: 45873 AHSM EM. PHONE: 661092. (WK 12/TOFAS 0025)

CANNED BEANS AND PEAS (UAE). QUANTITY: TO BE DECIDED. QUALITY: GRADE A. PACKAGING: 6-8 OZ. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST BEAR DATES OF PRODUCTION AND EXPIRY. QUOTE: C&F DUBAI. BANK REF: NATIONAL BANK OF ABU DHABI. AL-HATHBOOR FOOD EST. IS A MEMBER OF AL AL-HATHBOOR GROUP OF COMPANIES WHICH IS A FAMILY BUSINESS AND OWNED BY UAE NATIONALS. FOOD EST. WISHES TO DEAL WITH U.S. MANUFACTURERS OR THEIR DIRECT REPRESENTATIVES. THE COMPANY OPERATES A RETAIL OUTLET IN DUBAI AND WHOLESALE/CATERING OPERATIONS IN DUBAI AND ABU DHABI. FIRM WISHES TO INCREASE ITS IMPORT FROM THE U.S. WHICH REPRESENTS SMALL PERCENTAGE OF ITS PRESENT IMPORTS. CONTACT: MR. NAVEED AGHA, GENERAL MANAGER, AL-HATHBOOR FOOD ESTABLISHMENT, P.O. BOX 5754, DUBAI/UNITED ARAB EMIRATES. TELEX: 45873 AHSM EM. PHONE: 661092. (WK 12/TOFAS 0023)

CHEDDAR TYPE CHEESE - PROCESSED (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS RELIABLE SUPPLIER. QUANTITY: NATURAL: 50 BOXES; SMOKED: 60 BOXES; WITH BACON: 40 BOXES; WITH ONION: 60 BOXES; RIPE: 40 BOXES. QUALITY: BEST. PACKAGING: 6 X 25 GRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0070)

CHEESE - SLICED (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: NATURAL FLAVOR: 10 BOXES; ONION FLAVOR: 10 BOXES; GRUYERE FLAVOR: 10 BOXES. QUALITY: BEST. PACKAGING: 12 X 250 GRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0071)

CHOCOLATES (JAPAN). THREE METRIC TONS FOR THE FIRST SHIPMENT. BEST QUALITY. RETAIL PACKAGING. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTATIONS: FOB. IMPORTER, ESTABLISHED IN 1976, WITH TOTAL ANNUAL AGRICULTURAL IMPORTS OF \$1 MILLION. BANK REF: MITSUBISHI BANK, ROPPONGI BRANCH, TOKYO. CONTACT: MR. YUICHIRO YAMADA, MORITA TRADING CO., LTD., C/O YOSHIDA ROPPONGI BLDG., 2-24, ROPPONGI 3-CHOME, MINATO-KU, TOKYO, JAPAN. TELEX: 242-4654 MORITA J. PHONE: (03)586-1021. (WK 12/TOFAS 0075)

CORN STARCH (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. QUOTE: FOB/C&F. IMPORTER/MANUFACTURER, ESTABLISHED IN 1946, WITH TOTAL ANNUAL IMPORTS AND SALES OF \$90 MILLION. BANK REF: TAIYO KOBE BANK, NIHONBASHI BRANCH, TOKYO. CONTACT: MR. YASUTAKA NISHI, SONTON FOOD INDUSTRY CO., LTD., 2-9-4, NIHOMBASHI, CHUO-KU, TOKYO, JAPAN. PHONE: (03)669-7371. (WK 12/TOFAS 0077)

DAIRY PRODUCTS INCLUDING CHEESE (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. BEST QUALITY. APPROPRIATE PACKAGING FOR EXPORT. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTE: FOB/C&F. IMPORTER/MANUFACTURER, ESTABLISHED IN 1911, WITH TOTAL ANNUAL IMPORTS AND SALES OF \$175 MILLION. BANK REF: FUJI BANK, KYOBASHI BRANCH, TOKYO. CONTACT: MR. AKIHARU HAMASHIMA, YOSHIKAWA KAMI SHOJI K.K., 1-1 6-10, KYOBASHI, CHUO-KU, TOKYO, JAPAN. PHONE: (03)561-8871. (WK 12/TOFAS 0080)

DRIED FRUITS (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. INSTITUTIONAL AND RETAIL PACKAGING. QUOTE: FOB. IMPORTER, ESTABLISHED IN 1983, WITH TOTAL IMPORTS OF \$5 MILLION A YEAR. BANK REF: BANK OF TOKYO, MAIN OFFICE, TOKYO. CONTACT: MR. BUTCH KROELLS, C.Y.K. TRADE SERVICES, CHITOSE 3-17-17-302, SUMIDA-KU, TOKYO, JAPAN. TELEX: 0262-2183 CYKSVC J. PHONE: (03)633-3515. (WK 12/TOFAS 0074)

DRIED FRUITS (JAPAN). Best quality. One container for the first shipment. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer, established in 1934, with total imports of \$15 million a year. Bank Ref: Dai-ichi Kangyo Bank, Kandaekimae Branch, Tokyo. CONTACT: Mr. Tadao Iizuka, Iizuka Trading Corporation, 1-24, Kandasuda-cho, Chiyoda-ku, Tokyo, Japan. Phone: (03)256-1851. (WK 12/TOFAS 0057)

DRIED FRUITS (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: Importer/Manufacturer, established in 1966, with total imports and sales of \$950 million a year. Bank Ref: Mitsui Bank, Osaka Branch, Osaka. CONTACT: Mr. Toru Yamaguchi, Duskin Co., Ltd., c/o Nissei Umeda Bldg., 3-3, Doyama-cho, Kita-ku, Osaka-shi, Japan. Phone: (06)315-8341. (WK 12/TOFAS 0067)

DRIED MILK POWDER (YUGOSLAVIA). Yugoslav wholesaler would like to receive export prices for non-fat dried milk powder. Sales could amount to 500-1,000 MT depending on price. CONTACT: Mr. Ivo Gajsek, Sour Hmezad, Veleprodaja. 63310 Zalec, Yusooslavia. Telex: 33314 YU Hmezad. Phone: (063) 712-172. (WK 12/STATE 2172)

EDAM TYPE CHEESE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: 10 BOXES. QUALITY: BEST. PACKAGING: 9 X 1.3 KGS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0066)

FLOWER SEEDS FOR PLANTING (YUGOSLAVIA). Yugoslav fruit firm intersted in buying between 2,000 and 3,000 in vitro raspberry seedlings of "Wilamett" variety. CONTACT: Mr. Divko Djordjevic, Our Lipar, Ppk Dzervin, Knjazevac, Yugoslavia. Telex: 19 188 YU DZERVIN. Phone: (019) 72-536. (WK 12/STATE 2170)

FRESH FROZEN CRABS AND LOBSTERS (JAPAN). One container for the first shipment. Best quality. Appropriate packaging for export. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: Importer, established in 1936, with total imports of \$2 million a year. Bank Ref: Sumitomo Bank, Shimonoseki Branch, Shimonoseki. CONTACT: Mr. Shizutaka Shioya, Dai-ichi Bussan K.K., 1-15-23, Mukuno-cho, Shimonoseki-shi, Japan. Phone: (0832)23-4056. (WK 12/TOFAS 0070)

FRESH FROZEN SOFT SHELL CRABS (JAPAN). One container for the first shipment. Best quality. Immediate delivery by surface shipment. Quote: CIF. Company Background: Importer, established in 1940, with total imports of \$950,000 a year. Bank Ref: Mitsui Shintaku Bank, Shibuya Branch, Tokyo. CONTACT: Mr. Takuho Mochida, Tokyu Sea Corporation, c/o Shin-Nampeidai Tokyu Bldg., 1-21-2, Dogenzaka, Shibuya-ku, Tokyo, Japan. Phone: (03)496-1041. (WK 12/TOFAS 0061)

FRESH FRUITS (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. BEST QUALITY. APPROPRIATE PACKAGING FOR EXPORT. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTATIONS: FOB/C&F. IMPORTER/MANUFACTURER, ESTABLISHED IN 1911, WITH TOTAL ANNUAL IMPORTS AND SALES OF \$175 MILLION. BANK REF: FUJI BANK, KYOBASHI BRANCH, TOKYO. CONTACT: MR. AKIHARU HAMASHIMA, YOSHIKAWA KAMI SHOJI K.K., 1-16-10, KYOBASHI, CHUO-KU, TOKYO, JAPAN. PHONE: (03)561-88/1. (WK 12/TOFAS 0079)

FRESH LEMONS (TAIWAN). QUANTITY: 7-8 20 FT CONTAINERS/MONTH. QUALITY: TOP AND MEDIUM GRADES. PACKAGING: CASES. DELIVERY: MAR-MAY, 1986. QUOTE: C&F KAOHSIUNG. BANK REF: THE OVERSEAS CHIMESE COMMERCIAL BANKING CORP., HSIN HSING BRANCH, KAOHSIUNG, TAIWAN. CONTACT: MR. ECHO CHANG, ESSENCO & NIMCO CO. LTD, 172-3 SZU WEI 3RD ROAD, KAOHSIUNG, TAIWAN. TELEX: 81967 ESSENCO. PHONE: (07) 334-6163. (WK 12/STATE 0059)

FROZEN BREAD DOUGH (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: One of Japan's largest flour millers which was established in 1896, with total annual imports and sales of \$750 million. Bank Ref: Mitsui Bank, Shibuya Branch, Tokyo. CONTACT: Mr. Ko Murai, Nihon Seifun K.K., 5-27-7, Sendagaya, Shibuya-ku, Tokyo, Japan. Phone: (03)350-2489. (WK 12/TOFAS 0066)

FROZEN BROILER LEGS (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: CIF. Company Background: Importer/Manufacturer, established in 1981, with total agricultural imports of \$1.2 million a year. Bank Ref: Saitama Bank, Soka Branch, Soka-shi. CONTACT: Mr. Mitsutaka Hirata, Alco Japan Co., Ltd., 2615, Aoyagi-cho, Soka-shi, Saitama-ken, Japan. Phone: (0489)35-2367. (WK 12/TOFAS 0065)

FROZEN CHICKEN PARTS, BREASTS & DRUM STICKS (UAE). QUANTITY: TO BE DECIDED. QUALITY: GRADE A. PACKAGING: IN 1&2 LB TRAYS. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST BEAR DATES OF PRODUCTION & EXPIRY. QUOTE: C&F, DUBAI. BANK REF: NATIONAL BANK OF ABU DHABI. AL-HATHBOOR FOOD EST. IS A MEMBER OF AL AL-HATHBOOR GROUP OF COMPANIES WHICH IS A FAMILY BUSINESS AND OWNED BY UAE NATIONALS. FOOD EST. WISHES TO DEAL WITH U.S. MANUFACTURERS OR THEIR DIRECT REPRESENTATIVES. THE CO OPERATES A RETAIL OUTLET IN DUBAI AND WHOLESALE/CATERING OPERATIONS IN DUBAI AND ABU DHABI. FIRM WISHES TO INCREASE ITS IMPORT FROM THE U.S. WHICH REPRESENTS SMALL PERCENTAGE OF ITS PRESENT IMPORTS. CONTACT: MR. NAVEED AGHA, GENERAL MANAGER, AL HATHBOOR FOOD ESTABLISHMENT, P.O. BOX 5/54, DUBAI/UNITED ARAB EMIRATES. TELEX: 45873 AHSM EM. PHONE: 661092. (WK 12/TOFAS 0026)

FROZEN CONCENTRATED TROPICAL JUICES (JAPAN). One container for the first shipment. Best quality. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer/Wholesaler, established in 1927, with total imports and sales of \$5 million a year. Bank Ref: Bank of Yamaguchi, Shimonoseki-shi. CONTACT: Mr. Yoshihiro Tsujii, Tsujitoyo Co., Ltd., Ichinomiyaniishi-machi, Shimonoseki-shi, Japan. Phone: (0832)23-1251. (WK 12/TOFAS 0059)

FROZEN PREPARED MEAT AND/OR FISH DISHES (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. RETAIL PACKAGING. QUOTE: FOB/C&F. IMPORTER/MANUFACTURER, ESTABLISHED IN 1971, WITH TOTAL IMPORTS AND SALES OF \$5 MILLION A YEAR. BANK REF: CHUO SOGO BANK, AICHI BRANCH, AICHI-GUN. CONTACT: MR. EIICHI KAWAMOTO, MARUEI K.K., 200, KORODUDA, FUJIEDA, NISSHIN-CHO, AICHI-GUN, AICHI-KEN, JAPAN. PHONE: (05617)2-3635. (WK 12/TOFAS 0078)

FROZEN WHIPPED TOPPING (JAPAN). One container for the first shipment. Best quality. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: One of Japan's largest flour millers which was established in 1896, with total annual imports and sales of \$750 million. Bank Ref: Mitsui Bank, Shibuya Branch, Tokyo. CONTACT: Mr. Ko Murai, Nihon Seifun K.K., 5-27-7, Sendagaya, Shibuya-ku, Tokyo, Japan. Phone: (03)350-2489. (WK 12/TOFAS 0071)

GOUDA TYPE CHEESE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: 10 BOXES. QUALITY: BEST. PACKAGING: 9 X 1.3 KILOGRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0072)

GRUYERE TYPE CHEESE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: 10 BOXES. QUALITY: BEST. PACKAGING: 6 X 8 X 260 GRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0068)

HAM, SAUSAGES AND BACON (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. QUALITY: BEST. PACKAGING: INSTITUTIONAL. DELIVERY: IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTE: C&F. COMPANY BACKGROUND: IMPORTER/WHOLESALE, ESTABLISHED IN 1966 WITH TOTAL ANNUAL IMPORTS AND SALES OF \$25 MILLION. BANK REF: DAI-ICHI KANGYO BANK, HON-CHO BRANCH, TOKYO. CONTACT: MR. MUNETAKA IKEDA, CHATNOIR K.K., 6-13, HON-CHO, ITABASHI-KU, TOKYO, JAPAN. PHONE: (03)964-8481. (WK 12/TOFAS 0051)

HYDROGENATED SOYBEAN OIL (TAIWAN). Quantity: 20 foot container basis. Quality: top grade. Packaging: consumer packaging. Delivery: To be negotiated. Quote: CIF Taiwan and FOB. Bank Ref: The First Commercial Bank, Chung Shan Branch, 61, Chung Shan North Road, Section 2, Taipei. Note: Importer wishes to enter into a long-term supply agreement with a U.S. supplier. CONTACT: Mr. C. H. Wu, P & P Co., Ltd, 1F, 9-3, Alley 8, Lane 906, Minsheng E Rd, Taipei, Taiwan. Telex: 28669 SINOACE. Phone: (02) 762-7630. (WK 12/STATE 0065)

ICE CREAM (JAPAN). Specific quantities and delivery schedule to be decided later. Best quality. Institutional packaging. Quote: C&F. Company Background: Manufacturer/Wholesaler, established in 1936, with total annual sales of \$7.5 million. Bank Ref: Dai-ichi Kangyo Bank, Sakuradai Branch, Tokyo. CONTACT: Mr. Kimichika Ido, K.K. Denmark, 2-15, Toyotamakami, Nerima-ku, Tokyo, Japan. Phone: (03)994-5005. (WK 12/TOFAS 0060)

INDIVIDUALLY QUICK FROZEN FLOUNDER (JAPAN). TEN METRIC TONS FOR THE FIRST SHIPMENT. BEST QUALITY. APPROPRIATE PACKAGING. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTE: FOB. COMPANY BACKGROUND: IMPORTER, ESTABLISHED IN 1955, WITH TOTAL ANNUAL IMPORTS OF \$15 MILLION. BANK REF: DAI-ICHI KANGYO BANK, KAJI-MACHI BRANCH, TOKYO. CONTACT: MR. AKITAKA NARA, GEO WEHRY INTERNATIONAL LTD., C/O ICHIBAN-CHO CENTRAL, 22-1, ICHIBAN-CHO, CHIYODA-KU TOKYO, JAPAN. TELEX: 232-4310 WEHRY J. PHONE: (03)262-3495. (WK 12/TOFAS 0053)

JAMS (JAPAN). Best quality. One container for the first shipment. Institutional and retail packaging. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer, established in 1934, with total annual imports of \$15 million. Bank Ref: Dai-ichi Kangyo Bank, Kandaekimae Branch, Tokyo. CONTACT: Mr. Tadao Iizuka, Iizuka Trading Corporation, 1-24, Kandasuda-cho, Chiyoda-ku, Tokyo. Phone: (03)256-1851. (WK 12/TOFAS 0058)

JOINT VENTURE-VEGETABLE SEED (TURKEY). Arslan gumrukleme-nakliye ticaret ve sanayii, A.S., desires to enter the seed business. Firm seeks joint venture agreement with specific interest in vegetable seeds, particularly tomatoes and green peppers. Firm's major interest at present include customs clearance, trucking, tourism, and automotive sector. Firm is a Turkish agent of Pirelli Tire Co. Company wishes to establish the project on 100,000 square meters F land (owned by Mr. Recai Arslan, President of the group) located near Bursa. CONTACT: Mehmet Polat, Project Manager, Steigenberger, Yuva sokak Yeni Yuva Han Kat 2, Karakoy, 80030 Istanbul, Turkey. Telex: 24811. Phone: 143 7928. (WK 12/STATE 1085)

LENTILS AND PULSES (UAE). BLACK EYE BEANS, RED KIDNEY BEANS (LIGHT AND DARK), WHOLE DRY GREEN PEAS AND WHOLE DRY YELLOW PEAS. QUANTITY: ONE MIXED 20 FT CONTAINER. QUALITY: USA NO. 1, 2 AND 3. PACKAGING: 35 KG NETT SINGLE JUTE BAG. DELIVERY: WITHIN 45 DAYS. OTHER REQ: IMPORTING FIRM REQUESTS SAMPLES OF EACH TYPE IN ADVANCE. QUOTE: C&F, DUBAI. AMANI MOHAMED EST. WAS ESTABLISHED IN 1984 AND OPERATES AS COMMISSION AGENT FOR LOCAL BUYERS. FIRM IMPORTS 40 TO 50 OF 20 FT CONTAINERS PER YEAR OF PULSES, LENTILS & DRIED FRUITS FROM U.S.A. WHICH REPRESENTS ABOUT 50% OF THE ANNUAL TURN OVER, ESTIMATED AT \$ 2.6 MILLION. BANK REF: BANK OF OMAN, NAIF RD. BRANCH. CONTACT MR. ARVIND SHAH, AMANI MOHAMED ESTABLISHMENT, P.O. BOX 2060, DUBAI/UNITED ARAB EMIRATES. TELEX: 46807 NYLON EM. PHONE: 435937. (WK 12/TOFAS 0022)

LIVE PIGEON BREEDERS (HONG KONG). REQUIRED BY A WELL-ESTABLISHED HONG KONG FEED IMPORTER. COMPANY IS ALSO ENGAGED IN TRADING WITH THE PEOPLE'S REPUBLIC OF CHINA AND RECENTLY SET UP A JOINT VENTURE MILL IN SOUTH CHINA. QUANTITY: ABOUT 10,000 PAIRS. QUALITY: GRADE A. PACKAGING: IN EXPORT CARTONS. DELIVERY: PROMPT. QUOTE: CIF CHINA. BANK REF: HONG KONG AND SHANGHAI BANKING CORP., DES VOEUX ROAD WEST OFFICE, HONG KONG. CONTACT: MR. OSCAR K.H. LAM, PING SHAN ENTERPRISE CO. LTD, 19 QUEEN STREET, G/F., WESTERN DISTRICT, HONG KONG. TELEX: 86016 SINCO HX. PHONE: 5-498213. (WK 12/TOFAS 0038)

MILK (ANCHOR TYPE) (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHS FOR RELIABLE SUPPLIER. QUANTITY: A) WHOLE INSTANT: 2,000 BOXES; B) WHOLE: 3,000 BOXES. QUALITY: BEST. PACKAGING: A) & B) 6 X 2 KILOS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0065)

NATURAL FOOD COLORS (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. INSTITUTIONAL PACKAGING. QUOTE: C&F. COMPANY BACKGROUND: IMPORTER/WHOLESALER, ESTABLISHED IN 1936, WITH TOTAL IMPORTS AND SALES OF \$15 MILLION A YEAR. BANK REF: MITSUI BANK, KYOBASHI BRANCH, TOKYO. CONTACT: MR. YASUO MATSUDA, DAITO K.K., 2-8-1, YAESU, CHUO-KU, TOKYO, JAPAN. PHONE: (03)281-6419. (WK 12/TOFAS 0054)

NON-CARBONATED SOFT DRINKS (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. BEST QUALITY. RETAIL PACKAGING. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTATIONS: FOB. IMPORTER, ESTABLISHED IN 1976, WITH TOTAL ANNUAL AGRICULTURAL IMPORTS OF \$1 MILLION. BANK REF: MITSUBISHI BANK, ROPPOINGI BRANCH, TOKYO. CONTACT: MR. YUICHIRO YAMADA, MORITA TRADING CO., LTD., C/O YOSHIDA ROPPOINGI BLDG., 2-24, ROPPOINGI 3-CHOME, MINATO-KU, TOKYO, JAPAN. TELEX: 242-4654 MORITA J. PHONE: (03)586-1021. (WK 12/TOFAS 0073)

NUTS (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB and/or C&F. Company Background: Importer/Manufacturer, established in 1966, with total annual imports and sales of \$950 million. Bank Ref: Mitsui Bank, Osaka Branch, Osaka. CONTACT: Mr. Toru Yamaguchi, Duskin Co., Ltd., c/o Nissei Umeda Bldg., 3-3, Doyama-cho, Kita-ku, Osaka-shi, Japan. Phone: (06)315-8341. (WK 12/TOFAS 0068)

PARMESAN TYPE CHEESE (GUATEMALA). LARGE EDIBLE OIL AND OTHER PRODUCTS FACTORY IS INTERESTED IN OPTIMUM QUALITY PRODUCT/SEARCHES RELIABLE SUPPLIER. QUANTITY: 10 BOXES. QUALITY: BEST. PACKAGING: 6 X 10 X 115 GRAMS. DELIVERY: 45 DAYS AFTER CONFIRMATION. OTHER REQ: NECESSARY CERTIFICATES; LANGUAGE: ENGLISH OR GERMAN. QUOTE: CIF GUATEMALAN PORT. BANK REF: BANCO DEL CAFE, S.A. - AVENIDA REFORMA 9-00, ZONA 9. CONTACT: MR. MARCO AURELIO RECINOS, ALGODONERA GUATEMALTECA, S.A., 24 AVENIDA 30-39, ZONA 12, GUATEMALA CITY, GUATEMALA. TELEX: 5311 AGSA GU. CABLE: AGSA. PHONE: (502) 760616 AND 17. (WK 12/TOFAS 0067)

PEANUT BUTTER (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. QUOTE: FOB/C&F. IMPORTER/MANUFACTURER, ESTABLISHED IN 1946, WITH TOTAL IMPORTS AND SALES OF \$90 MILLION. BANK REF: TAIYO KOBE BANK, NIHONBASHI BRANCH, TOKYO. CONTACT: MR. YASUTAKA NISHI, SONTON FOOD INDUSTRY CO., LTD., 2-9-4, NIHOMBASHI, CHUO-KU, TOKYO, JAPAN. PHONE: (03)669-7371. (WK 12/TOFAS 0176)

PINEAPPLE, GRAPEFRUIT, ORANGE, APPLE, GRAPE AND MIXED FRUIT JUICES (UNITED ARAB EMIRATES). QUANTITY: TO BE DECIDED. QUALITY: GRADE A. PACKAGING: TINS OF 6 AND 46 OZ. DELIVERY: ASAP. OTHER REQ: PRODUCTS MUST BEAR DATES OF PRODUCTION AND EXPIRY. QUOTE: C&F, DUBAI. AL-HATHBOOR FOOD EST. IS A MEMBER OF AL AL-HATHBOOR GROUP OF COMPANIES WHICH IS A FAMILY BUSINESS AND OWNED BY UAE NATIONALS. FOOD EST. WISHES TO DEAL WITH U.S. MANUFACTURERS OR THEIR DIRECT REPRESENTATIVES. THE COMPANY OPERATES A RETAIL OUTLET IN DUBAI AND WHOLESALE/CATERING OPERATIONS IN DUBAI AND ABU DHABI. FIRM WISHES TO INCREASE ITS IMPORT FROM THE U.S. WHICH REPRESENTS SMALL PERCENTAGE OF ITS PRESENT IMPORTS. BANK REF: NATIONAL BANK OF ABU DHABI. CONTACT: MR. NAVEED AGHA, GENERAL MANAGER, AL-HATHBOOR FOOD ESTABLISHMENT, P.O. BOX 5754, DUBAI/UNITED ARAB EMIRATES. TELEX: 45873 AHSM EM. PHONE: 661092. (WK 12/TOFAS 0024)

POWDERED EGG WHITE (JAPAN). One container for the first shipment. Best quality. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB/C&F. Company Background: Importer/Manufacturer, established in 1971, with total imports and sales of \$45 million a year. Bank Ref: Dai-ichi Kangyo Bank, Imabari Branch, Imabari-shi. CONTACT: Mr. Hisayoshi Hiasa, Nihon Shokken K.K., 35, 5-chome, Higashitoryu-cho, Imabari-shi, Ehime-ken, Japan. Telex: 05845531 NHNSKN J. Cable: NHNSKN IMABARI. Phone: (0898)24-1881. (WK 12/TOFAS 0072)

PROCESSED FROZEN EGGS AND EGG POWDER (JAPAN). ONE CONTAINER FOR THE FIRST SHIPMENT. BEST QUALITY. INSTITUTIONAL PACKAGING. IMMEDIATE DELIVERY BY SURFACE SHIPMENT. QUOTE: C&F. COMPANY BACKGROUND: IMPORTER/WHOLESALE, ESTABLISHED IN 1935 WITH TOTAL IMPORTS AND SALES OF \$9 MILLION A YEAR. BANK REF: FUJI BANK, TSUKIJI BRANCH, TOKYO. CONTACT: MR. YORIHISA TODA, TODA KEIRAN K.K., 5-2-1, TSUKIJI, CHUO-KU, TOKYO, JAPAN. PHONE: (03)543-2201. (WK 12/TOFAS 0052)

SHELLED RAW ALMONDS (JAPAN). Best Quality. One container for the first shipment. Institutional packaging. Immediate delivery by surface shipment. Quote: FOB. Company Background: Importer, established in 1934, with total imports of \$15 million a year. Bank Ref: Dai-ichi Kangyo Bank, Kandaekimae Branch, Tokyo. CONTACT: Mr. Tadao Iizuka, Iizuka Trading Corporation, 1-24, Kandasuda-cho, Chiyoda-ku, Tokyo, Japan. PHONE: (03)256-1851. (WK 12/TOFAS 0056)

SLICED STRAWBERRIES (JAPAN). Specific quantities and delivery schedule to be decided later. Best quality. Appropriate packaging. Quote: FOB and/or C&F. Company Background: Importer/Wholesaler, established in 1959, with total imports and sales of \$550 million a year. Bank Ref: Hokkaido Takushoku Bank, Shinjuku Branch, Tokyo. CONTACT: Mr. Shogo Kanazawa, Yukijirushi Bussan K.K., 5-3-1, Nishi-shinjuku, Shinjuku-ku, Tokyo, Japan. Phone: (03)372-1151. (WK 12/TOFAS 0063)

SMOKED SALMON AND MACKEREL (JAPAN). SPECIFIC QUANTITIES AND DELIVERY SCHEDULE TO BE DECIDED LATER. BEST QUALITY. APPROPRIATE PACKAGING. QUOTE: FOB AND/OR C&F. BANK REF: FUJI BANK, OFUNA BRANCH, KAMAKURA. CONTACT: MR. NOBUO TONAMI, 27-30, OFUNA 1-CHOME, KAMAKURA-SHI, KANAGAWA-KEN, JAPAN. PHONE: (0467)47-0207. (WK 12/TOFAS 0055)

U.S. FLUE-CURED TOBACCO TENDER (KOREA). QUANTITY: 360 MT (120 MT OF 1981 CROP AND 240 MT OF 1984 CROP). QUALITY AND PACKAGING: NOT SPECIFIED. DELIVERY: FROM MAY 15 TO MAY 31, 1986. OTHER REQ: BID BOND 2%. QUOTE: UNIT PRICE PER KILOGRAM NET WEIGHT, AND TOTAL PRICE BY GRADE MUST BE QUOTED SEPARATELY IN U.S. DOLLARS ON THE BASIS OF FOB VESSEL PORT OF LOADING AND C&F PORT OF DISCHARGE. IN CASE OF C&F BASIS QUOTATION SUPPLIER MUST QUOTE SEPARATELY FOB PRICE, OCEAN FREIGHT AND C&F PRICE. CONTACT: BUREAU OF FOREIGN PROCUREMENT, OFFICE OF SUPPLY, GOVERNMENT OF THE REPUBLIC OF KOREA, 520-3, BANPO-DONG, KANGNAM-KU, SEOUL, KOREA. TELEX: K23244. PHONE: 533-9656. (WK 12/TOFAS 0018)

WHEAT GERM (KOREA). QUANTITY: 250 MT APPROXIMATELY PER MONTH. QUALITY: VARIABLE BASED ON PRICE/QUALITY. PACKAGING: SUPPLIER'S OPTION. DELIVERY: ASAP. QUOTE: FOB U.S. PORT, CIF OR C&F INCHON. BANK REF: SMALL & MEDIUM INDUSTRY BANK, SHINSA-DONG, EUNPYONG-KU BRANCH. CONTACT: MR. SHIN, JIN CHUL, SPARTAN INT'L CO., LTD., C.P.O. BOX 9032, SEOUL, KOREA. TELEX: K23231 MODCK. PHONE: 269-5141. (WK 12/TOFAS 0016)

YELLOW CORN AND OCEAN FREIGHT (KOREA). QUANTITY: 50,000 MT, 5% ML. QUALITY: U.S. NO. 3 OR BETTER YELLOW CORN, MOISTURE: MAX. 15%, AFLATOXIN: NEGATIVE. DELIVERY: BIDDING TIME - 11:00 AM, MARCH 18, 1986 AT NLCF CONFERENCE ROOM. OTHER REQ: BID BOND - 2%. QUOTE: FOB OR C&F. CONTACT: FEED DEPT., NLCF 17-9, YOIDO-DONG YOUNGDUNGPO-KU, SEOUL, KOREA. TELEX: K23517 NALICOF. PHONE: 783-1668. (WK 12/TOFAS 0017)

Marketing Announcements

Marketing briefs are periodically prepared by the Agricultural Trade Offices. They serve as short overviews of individual commodity markets. The guides are designed for trade visitors. The most recent marketing briefs available are as follows:

<u>Country</u>	<u>Market Briefs by Subject</u>	
United Kingdom	1. Peanuts	22. Beer
"	2. Kiwifruit	23. Sweet Peppers
"	3. Petfood	24. Chili Peppers
"	4. Meats	25. Mangoes
"	5. Raspberries	26. Grocery Retailing
"	6. Sunflower Seeds	27. Apples
"	7. Garlic	28. Grapes
"	8. Wine	29. Pears
"	9. Pulses	30. Food Processing and Food
"	10. Consumer Cooking Oils	Servicing Market
"	11. Pineapple Juice	31. Peaches
"	12. Cigars	
"	13. Honey, Beeswax, and Royal Jelly	32. Almonds
"	14. Pistachios	33. Walnuts
"	15. Fresh Water Fish	34. Rice
"	16. Asparagus	35. Onions
"	17. Cherries	36. Carrots and Turnips
"		37. Raisins
"	18. Avocados	38. Health Food Market
"	19. Plums	39. Melons
"	20. Furskins	40. Dried Beans
"	21. Strawberries	
West Germany	1. Frozen Foods	
"	2. Pistachios	
"	3. AQUACULTURE - Potential Market	
"	4. Frozen Blueberries	
"	5. Chanterelle Mushrooms	
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"	4. Changing Food Shopping Habits	
Tunisia	Tunisian Value Added Products	
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"	2. Saudi Arabia's 1984 Imports (Value-Added Products)	

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U.S. AGRICULTURAL MARKETING DELEGATION

A delegation of U.S. Marketing leaders, organized through People To People International, is planning to visit Poland, Hungary and the USSR, June 3-18, 1986. This delegation is meant to introduce comparative agricultural production and marketing systems in Eastern Europe, the trip stresses counterpart meetings and agricultural site visits.

Registration closes the first week in April, 1986. For further information immediately contact:

Richard Vogen
Illinois Department of Agriculture
P.O. Box 4906
Springfield, Illinois 62708
(217) 782-6675

Marketing Announcement

Paris, France. This year's largest European trade - only International Food Show, the Salon International d'Alimentation (SIAL), will take place from October 21-24, 1986. Over 100,000 executives from 124 countries attend this giant expo, in search of new ideas and products. The U.S. is among the nearly 60 countries which have reserved space in this year's SIAL. Explore world markets by participating in major trade shows such as SIAL, the cost - effective way to sell overseas. For further information and an application, please contact:

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